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RUEKJCS/SECDEF WASHINGTON DC

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SENSITIVE  
SIPDIS

PM/DTCC: RACHEL-THERESE JOUBERT-LIN

E.O. 12958: N/A  
TAGS: [ETTC](#) [KOMC](#) [DA](#)  
SUBJECT: BLUE LANTERN BROKER INQUIRY - CASE NO. K-2438

REF: 09 STATE 94758

(U) Sensitive but unclassified; protect accordingly; not for internet distribution.

(SBU) On 23 November 2009, Embassy POLOFF and ODC visited Jorgen Brondum, the President of APS Zarnell, to inquire about Brondum's brokering activity in Denmark. Mr. Brondum, together with his son, owns a two-man consulting firm which specializes in establishing contacts between U.S. businesses and appropriate Danish officials. The consulting firm is based in Brondum's residence and works primarily for Cubic, a U.S. defense company. Mr. Brondum demonstrated his detailed knowledge of the Danish defense services and U.S. contacts consistent with a consulting firm providing brokering services. He also provided a copy of his State Department registration, in addition to a detailed inquiry conducted by a U.S. investigative firm, TRACE. APS Zarnell does not store nor deal in arms or munitions, rather it simply provides the necessary contacts for U.S. firms to conduct efficient business. Post assesses Mr. Brondum's commercial activity is consistent with a defense brokering firm and does not suspect any illicit behavior.  
MCCULLEY